

Message Text

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PAGE 01 PRETOR 02932 221304Z
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----077468 221356Z /45
R 221135Z MAY 78
FM AMEMBASSY PRETORIA
TO USDOC
INFO SECSTATE WASHDC 1261

UNCLAS PRETORIA 2932

FOR USDOC/CRD

E.O. 11652: N/A
TAGS: BEXP, BTRA
SUBJECT: COMMERCIAL PROGRAM: BUSINESS CONSULTATION

REF: 77 STATE 167069

1. ECON/COMMERCIAL OFFICER HERMAN J. ROSSI WILL BE ON MID-TOUR HOME LEAVE DURING JULY AND AUGUST IN HOUSTON, LOS ANGELES AREA, AND SEATTLE-TACOMA AREA. HE IS PREPARED TO PARTICIPATE IN COMMERCE DISTRICT OFFICE CONSULTATION PROGRAM (REFTEL) FOR ONE DAY IN EACH AREA IF THERE IS INTEREST ON PART OF DISTRICT OFFICES.

2. ROSSI IS FSO-4 AND SECOND OFFICER IN PRETORIA ECON/COMMERCIAL SECTION. HE IS DRAFTER OF SEMI-ANNUAL ECONOMIC TRENDS REPORT AND RESPONSIBLE FOR FINANIAL REPORTING, EXPORT CONTROL, CIVIL AVIATION, RHODESIAN ECONOMIC AFFAIRS, AND COORDINATION OF COMMERCIAL PROGRAM (CRAG). HIS RESONPSIBILITY IS

MORE ECONOMIC THAN COMMERCIAL, BUT THERE IS CURRENTLY NO FULL-TIME COMMERCIAL OFFICER IN SOUTH AFRICA AND HE IS KNOWLEDGEABLE ON COMMERCIAL TRENDS. COMPANIES WHICH MIGHT BE NTERESTED IN CONSULTING WITH ROSSI INCLUDE THOSE WITH INVESTMENTS OR SIGNIFICANT TRADING RELATIONSHIPS WITH
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SOUTH AFRICA. THERE ARE ABOUT 350 U.S. FIRMS WITH SUBSIDIARIES IN SOUTH AFRICA AND OVER A THOUSAND WITH AGENTS OR LICENSING ARRANGEMENTS. RECENT EXPANSION OF U.S. EXPORT CONTROLS ON TRADE WITH SOUTH AFRICA IS SOURCE OF CONSIDERABLE INQUIRIES FROM LOCAL U.S. FIRMS AND ITS INFLUENCE ON U.S. TRADE MAY BE AREA OF INTEREST IN CONSULTATIONS.

3. SCHEDULE AS FOLLOWS: ETA U.S. JULY 3, HOUSTON 7/3 TO 7/8, NEWPORT BEACH, CALIFORNIA 7/10-7/15 AND 7/24-7/29. TACOMA, WASHINGTON 8/1-8/15, WASHINGTON, D.C. 8/17-8/24, DEPART U.S. FOR SOUTH AFRICA 8/24.

4. ASSUME ORDERS WOULD COVER ANY TRAVEL REQUIRED FOR CONSULTATION WITHIN GREATER METROPOLITAN AREAS, E.G., NEWPORT BEACH TO LOS ANGELES. WHILE PREFERING ONE-DAY CONSULTATIONS, ROSSI WOULD BE PREPARED ALLOW TWO DAYS IN EITHER LOS ANGELES OR SEATTLE-TACOMA (NOT BOTH) IF DESIRED.
NELSON

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Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
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Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Executive Order: N/A
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Status: NATIVE
Subject: COMMERCIAL PROGRAM: BUSINESS CONSULTATION
TAGS: BEXP, BTRA
To: COM
Type: TE
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